

The University of Texas at Brownsville and Texas Southmost College

INTERNATIONAL INNOVATION CENTER

Invites you to attend the

Export Trade Symposium

How to help you succeed in obtaining financing for your export sales

Wednesday, February 27, 2008

1:30 p.m. to 4:00 p.m.

301 Mexico Boulevard, Suite H3A, Brownsville, Texas

Presenters:

Patrick Crilley, Regional Director for Ex-Im Bank, Houston, TX.

Harlton Hemphill, Senior Vice President for International Banking at Frost Bank, San Antonio, TX.

Richard A. Schulze, Regional Manager of International Trade Finance Programs for SBA

Dinah McDougall, Director of the South Texas. U.S. Export Trade Assistance Center
of the U.S. Commercial Service of the U.S. Department of Commerce

Overview

Discover how to find international buyers and use trade finance tools to win international sales and grow your business. Let trade and export finance professionals guide you through the maze of export challenges and demonstrate how to obtain valuable trade or research information, minimize risks, improve cash flow, and enter new markets. Designed especially for U.S. exporters of all sizes, this half-day interactive symposium will review the many products and services available from the Export-Import Bank of the United States (Ex-Im Bank), Small Business Administration (SBA) and the Department of Commerce (U.S. commercial Service).

At this symposium, participants will:

- Obtain an overview of financing solutions for managing international trade
- Learn about working capital loans to fulfill sales orders
- Learn how to offer competitive credit terms to foreign customers
- Learn how to protect against nonpayment risk
- Learn how to finance capital equipment exports
- Learn how to locate and screen buyers, distributors and partners to meet your business needs
- Tap into foreign market information from experts in 84 countries
- Review the many products and services available from Ex-Im Bank, SBA and U.S. Department of Commerce

The symposium will feature case studies and classroom discussions to facilitate the attendees' understanding of the many dynamic trade products and services available.

Registration \$40

To register, please complete this form and return it via fax to (956) 882-4227 with a copy of Purchase Order. Make payment to: UTB/TSC – IIC. Mail to: W.T.C.E. Accounting, 301 Mexico Blvd., ITECC D3A-102; Brownsville, TX 78520.

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No refunds will be made without a cancellation of 72 hours before start of seminar.

For more information, call Abraham Greenspan at (956) 882-4105